

SUPERYACHT TIMES

Head of Sales

February 2022

THE JOB

SuperYacht Times is an innovative media, data and software company based in the centre of Amsterdam, The Netherlands. We are looking for a Head of Sales who can lead and mentor our sales team, is involved in negotiations with key clients and will be a member of the management team.

Together with the Founder & Director of the company you will work on the ambitious double digit growth plans and you will be responsible for the execution of the plan. This is an excellent opportunity for a high performing sales manager who is ready for the next step.

Requirements:

- Experience with advertising and media sales, experience with SaaS sales a plus;
- Own all plans and strategies for developing the business and achieving the company's sales goals;
- Establish and foster partnerships and relationships with key clients and partners
- Be able to set up systems (including CRM), dashboards and processes to monitor the performance of the sales team;
- Problem solver with a can do mentality;
- Excellent leadership skills to mentor and coach the sales team;
- A good eye for opportunities with our clients and within the market;
- Keen learner who is driven by business and personal growth;
- Good to excellent knowledge of the English language, both written and spoken;
- You are detail-oriented and extremely accurate;
- Work collaboratively across teams - including Engineering, Editorial and Intelligence;
- You are willing to travel around the world to represent the company.

What you get:

- Competitive salary;
- Joining a dynamic team;
- Work in a modern, canalside office in central Amsterdam;
- Unlimited paid vacation;

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- A challenging and rewarding career in one of the world's most exclusive industries;
- Be part of a growing company where you can develop your skills as the company grows.

ABOUT US

The world of yachting is exciting and innovative, but it can be hard to find a news source that is both trustworthy and entertaining.

This is SuperYacht Times.

Where superyacht enthusiasts all over the world find information and inspiration.

Whether you're a proud superyacht owner or aspire to become one, a knowledgeable insider or passionate admirer, we keep you updated with the latest news, accurate data, and our smart yachting solutions.

We bring you entertainment with high-impact visuals and in-depth articles. Deep-dive into our unmatched intelligence, and experience the incredible world of yachting virtually with our 3D tools.

News, facts, stories, digital solutions.

Enjoy it all.

SuperYacht Times

Go beyond, get inspired.

QUESTIONS: